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SAP

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**SAP Certified Associate - SAP S/4HANA Cloud Private
Edition, Sales**

Questions&AnswersPDF

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Sales documents (customizing)

Question: 1

Which of the following settings are required to be able to deliver a product? Note: There are 2 correct answers to this question.

- A. You need to set the Schedule Lines Allowed indicator in the item category.
- B. You need to set up the item category as relevant for delivery-related billing.
- C. You need to set up copying control in Logistics Execution System for the item category.
- D. You need to set the Item Relevant for Delivery indicator in the item category.

Answer: A, B

Sales documents (customizing)

Question: 2

Which controls can you set when you configure a schedule line category? Note: There are 2 correct answers to this question.

- A. Create delivery group
- B. Delivery relevance
- C. Structure scope
- D. Goods movement type

Answer: B, D

Sales documents (customizing)

Question: 3

You sell a product for which there is a bill of material.
What must you set to ensure that the components automatically appear as sub-items in the order?

- A. The item usage during the item category determination of each sub-item
- B. The delivery group in the item category of the sub-item
- C. The material entry type in the sales document type
- D. The structure scope in the item category of the main item

Answer: D

Sales documents (customizing)

Question: 4

A reason for rejection has been set against a sales order item.

Why is the net value of the item still included in the total net value of the order?

- A. The reason for rejection was not assigned to the item category.
- B. The reason for rejection does not have the appropriate configuration to exclude item value.
- C. The item value is used statistically hence added to the net value.
- D. The update of the net value is not triggered after the rejection of the item.

Answer: D

Sales documents (customizing)

Question: 5

You want to determine the item category in a sales document.

What do you need to consider? Note: There are 2 correct answers to this question.

- A. The customer Master Data
- B. The sales organization
- C. The higher-level item
- D. The material Master Data

Answer: C, D

Sales documents (customizing)

Question: 6

How do you restrict the reasons for rejection for a sales document?

- A. Assign the permitted reasons for rejection to the relevant sales document type.
- B. Assign the permitted reasons for rejection to the relevant sales item category.
- C. Specify the permitted reasons for rejection in the relevant customer master.
- D. Specify the permitted reasons for rejection in the customer material info record.

Answer: A

Sales documents (customizing)

Question: 7

When you create a sales order with reference to a quotation, you want to ensure the entire quotation is always included in the order. Where do you make this setting?

- A. Copying control
- B. Order type
- C. Order item category
- D. Quotation type

Answer: A

Shipping Process and Customizing

Question: 8

You normally include multiple sales orders in your outbound deliveries. Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Plant
- C. Material group
- D. Shipping point
- E. Ship-to party

Answer: A, D, E



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